

1st quarter 2014 turnover at €124.3M Acquisition of the MAINE CONSTRUCTION company

Consolidated (€M) – non audited	31.03.2014	31.03.2013	Variation
Turnover	124.3	125.4	-0.9%

Q1 turnover in line with annual objectives

The 2014 1st quarter turnover of MAISONS FRANCE CONFORT group was €124.3M, a slight decline of 0.9%. The first quarter includes the production of BERMAX CONSTRUCTION company. For a constant scope activity was reduced by -2.3%.

This level of activity consecutive to the 2013 drop in orders is in line with the Group's announced objectives.

The order intake by end April 2014 amounts to 1,795 in sales and represents a turnover of \leq 197.3M exc. tax, up 2.6% in number and 4.6% in value. At constant scope, sales are stable in number which means an increase in value of 1.1%.

Acquisition of the MAINE CONSTRUCTION company

The MAISONS FRANCE CONFORT Group announced the acquisition of the whole share capital of the MAINE CONSTRUCTION Company based in Mans (72), effective as of 1st April 2014.

Founded in 1978, MAINE CONSTRUCTION is number one in the single-family home market in the Sarthe department through two brand names: MAINE CONSTRUCTION and MCG which enjoys an excellent reputation.

This company markets some one hundred houses per year, employs 15 people, with 2013 performances in line with the criteria defined by the Group:

- a turnover of €13.9 million,
- an operating income of approximately €0.7 million, representing an operating margin of 5%
- a net income of €0.5 million, representing a net margin of 3.5%.

One of the current directors, Mr. Claude TOURTEAU, aged 51, will act as Managing Director, Mr. Olivier POCHOLLE, aged 42, having been appointed Chairman, the current Chairman of the MAISONS BERNARD JAMBERT and LOGIS DU MARAIS companies and Regional director of the Région Pays de Loire within the company MAISON FRANCE CONFORT S.A.



PRESS RELEASE

Acquisition of MAINE CONSTRUCTION gives the MAISONS FRANCE CONFORT Group a strengthened geographical foothold for creating synergies over a large are of Western France comprising the Orne, Mayenne, Sarthe, Maine et Loire and Vendée departments.

The Group reiterates its objectives for 2014

For all of 2014 financial year, taking into account production in progress and orders completed in 2013, the MAISONS FRANCE CONFORT Group expects a turnover down 5% with a constant cancellation rate, with profitability remaining satisfactory. To this production is added activities linked to renovation and external growth.

Moreover, MAISONS FRANCE CONFORT intends to continue to grow its market share and pursue diversification with an eye to reviving growth from 2015.

Next meeting: Annual General Meeting, on 15 May 2014 **Next press release:** 2nd quarter 2014 turnover, on 6 August 2014, after stock exchange closing

ABOUT MAISONS FRANCE CONFORT:

Founded in 1919, MAISONS FRANCE CONFORT is the oldest builder of single-family homes in France and the largest builder of single-family homes on individual plots. The Group operates in 20 regions in France, with 340 sales offices and 50 model homes.

Staff at 31 December 2013: 1,409 people.

MAISONS France CONFORT equities are eligible for PEA-PME equity savings plan.

MAISONS FRANCE CONFORT is listed on the Euronext Paris - Compartment B. ISIN Number: FR 0004159473 - Index: CAC® Small, CAC® Mid & Small, CAC® All-Tradable, CAC® All-Share

Commercial site: <u>www.maisons-france-confort.com</u> – Financial site: <u>www.groupe-mfc.com</u>

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